[最高2500万円] Senior Sales Manager –FinTech - Tokyo Exclusive job

Drive Japan B2B fintech deals

Job Information

Recruiter
Cornerstone Recruitment Japan K.K.

Hiring Company
Global Fintech Leader

Job ID
1580134

Division
IT

Industry
Other (Banking and Financial Services)

Company Type
Large Company (more than 300 employees) - International Company

Non-Japanese Ratio
About half Japanese

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
15 million yen ~ 25 million yen

Refreshed
November 20th, 2026 04:00

General Requirements

Minimum Experience Level
Over 6 years

Career Level
Executive

Minimum English Level
Business Level

Minimum Japanese Level
Business Level

Minimum Education Level
High-School

Visa Status
Permission to work in Japan required

Job Description

We are seeking an experienced and motivated Sales Manager to drive B2B growth in Japan. The role involves identifying new business opportunities, managing client relationships, and leading sales negotiations to deliver results. This is an exciting opportunity to contribute to a fast-growing global payments ecosystem, with exposure to innovative products and a

flexible working environment.

Key Responsibilities:

Develop and execute sales strategies to achieve revenue targets

- Build and maintain strong relationships with clients and partners
- Lead negotiations and close business deals
- Identify opportunities for business growth and expansion

業務内容

- 営業マネージャーとして、企業向け（B2B）のソリューション提案・販売を担当
- 新規顧客の開拓および既存顧客へのビジネス拡大に向けた営業戦略の立案と実行
- 顧客のニーズをヒアリングし、提供する決済プラットフォームや関連サービスを活用した最適なソリューションを提案
- セールスプロセス全体の管理（商談の発掘、提案、交渉、契約締結まで）
- 売上目標達成に向けた営業活動の進捗管理

Required Skills

- Must-Have Background:
- Experience in B2B sales, preferably in online services (SaaS, PaaS, or related industries)
- Proven experience in business development and sales negotiation
- Strong communication and interpersonal skills
- Ability and willingness to learn new products and systems (no prior fintech or payments experience required)

募集条件

- B2B営業経験がある方（SaaS、PaaSなどオンラインサービス業界での経験が望ましい）
- 新規事業開拓や営業交渉の実務経験がある方
- 効果的なコミュニケーションスキルを持ち、顧客との折衝や関係構築が得意な方
- ※金融業界やフィンテックの経験は必須ではなく、入社後に製品やシステムの知識を習得可能
- 成果に応じて報酬が変動する営業環境での勤務に意欲がある方

Preferred Attributes:

- Self-driven and target-oriented
- Comfortable working in a hybrid, dynamic environment
- Strategic thinker with strong problem-solving ability

Company Description